

Industry Trends, What Can We Do?

DAVID SLUSSER
Pa.DHIA Manager

UNIVERSITY PARK (Centre Co.) — The dairy industry in Pennsylvania is facing rapid changes. We can react to these changes and live with what happens, or we can plan for the future.

Let's first look at the "big picture" of world milk production, the trends of United States milk production, and trends in Northeastern dairy production.

We need to project what we feel will occur over the next 10 years in the Northeast, and how we can positively affect these trends for the benefit of the dairy farmer in the region.

World Markets

As the nations of the world

How Does Your Herd Compare?

STATE COLLEGE (Centre Co.) — These data are calculated using information pulled from Pennsylvania DHIA's mainframe computer each week. It is a one-week summary representing approximately one-fourth of the herds on test, as they are tested monthly.

These data are valuable from a business management standpoint and can be used for comparing your operations to the averages from about one-fourth of the herds across the state.

DHIA Averages for all herds processed between 2/11/95 and 2/18/95

Number of Herds Processed	1,006
Number of Cows Processed	61,482
Number of Cows Per Herd	61.1
Milk Per Cow (Lbs)	18,726
%-Fat	3.72
Fat Per Cow (Lbs)	697
%-Protein	3.21
Protein Per Cow (Lbs)	602
Average Days in Milk Per Cow	318
*Value for CWT Milk(\$)	13.08
*Value for CWT Grain(\$)	8.18
*Value for CWT Hay(\$)	4.28
*Value for CWT Silage(\$)	1.56
*Value for Pasture Per Day(\$)	.27
*Value for Milk Per Cow Per Year(\$)	2,450
*Feed Consumed Per Cow Per Year(Lbs)	
A: Grain	6,989
B: Hay	2,084
C: Silage	15,067
D: Day Pasture	74
*Feed Cost Per Cow Per Year(\$)	
A: Grain	572
B: Hay	89
C: Silage	235
D: Pasture	20
*Total Feed Cost Per Cow Per Year(\$)	916
*Income Over Feed Costs Per Year(\$)	1,533
*Grain to Milk Ratio	1:2.6
*Feed Cost Per CWT Milk(\$)	4.90
Avg Level For 907 SCC Herds	329,596

*Member-generated figures

Average Farm Feed Costs For Handy Reference

To help farmers across the state to have handy reference of commodity input costs in their feeding operations for DHIA record sheets or to develop livestock feed cost data, here's last week's average costs of various ingredients as compiled from regional reports across the state of Pennsylvania. Remember these are averages so you will need to adjust your figures up or down according to your location and the quality of your crop.

Corn, No. 2y - 2.36 bu. 4.22 cwt.
Wheat, No. 2 - 3.54 bu. 5.91 cwt.
Barley, No. 3 - 1.87 bu. 4.00 cwt.
Oats, No. 2 - 1.57 bu. 4.88 cwt.
Soybeans, No. 1 - 5.27 bu. 8.79 cwt.
Ear Corn 60.68 ton 3.03 cwt.
Alfalfa Hay - 98.75 ton 4.94 cwt.
Mixed Hay - 94.00 ton 4.7 cwt.
Timothy Hay - 94.00 ton 4.7 cwt.

develop their economic systems, consumption of milk and other dairy products will increase.

Milk is high in nutrition, especially proteins and calcium, and because of new technology and management skills, is very efficiently produced.

The dairy cow is a very efficient source of complete protein, both from milk and beef, and is very adaptable to many different climates and geographic conditions.

Dairy cows can play a major role in soil erosion control, because of their ruminative nature they can digest a wide variety of forages, which include grasses.

These forages blend well in crop rotation programs, and grow well on land not suited for row crop and

food crop production.

Animal waste can be recycled to the benefit of the soil.

Presently, the United States holds the leadership position in dairy farm management skills, and in dairy cattle genetics.

New Zealand can produce milk cheaper than the United States, but only because of the climate — they can pasture dairy cattle year-round. However, the island is small and can only produce a limited portion of the dairy products needed by the world.

The next most abundant source of economically produced milk is the United States.

The adoption of GATT (General Agreement on Tariffs and Trade) hopefully will change the protectionist policies of Europe and Asia over the next 10 years. The United States government and the dairy industry need to work as partners to develop world markets for dairy products and dairy cattle genetics.

Our DHIA cooperatives must do their part to make sure our members will maintain this world leadership position in management skills and superior genetics.

National Trends

The dairy industry in the United

States has changed over the last 10 years. Wisconsin is no longer the number one dairy state. California is.

Dairy cow numbers are growing the most in the Western and Southwestern states, while in the upper Midwest and in the Northeast they are declining.

Western dairy farmers can grow or purchase top quality forage from irrigated land, and their management skills are outstanding.

Cow numbers continue to decline nationwide, while milk production continues to increase.

Improving management skills, improving genetics and new technology (such as BST) will continue this change at an ever-increasing rate.

The move from government support programs to the free market economy will add speed and fuel to these changes.

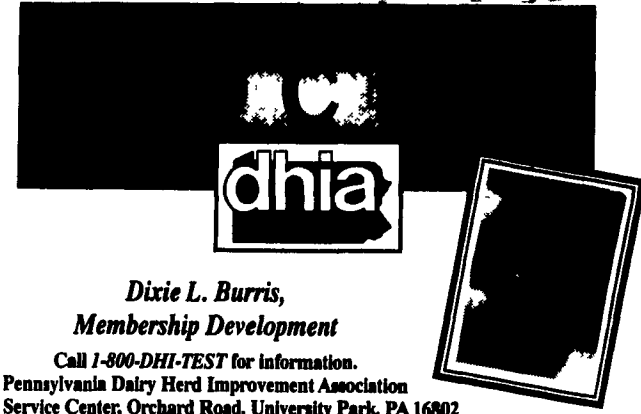
Northeastern Trends

The Northeastern United States dairy industry appears to be faring better than the upper Midwest, however it is still losing ground to the West and Southwest.

The top five dairy states are California, Wisconsin, New York, Pennsylvania and Minnesota. As you see, two of those states are in the Northeast.

Cow numbers will continue to drop, however total milk production will probably continue to grow.

(Turn to Page A25)



dhia

Dixie L. Burris,
Membership Development

Call 1-800-DHI-TEST for information.
Pennsylvania Dairy Herd Improvement Association
DHIA Service Center, Orchard Road, University Park, PA 16802



NEW

A4045

DUPONT

Synchrony STS

herbicide

Synchrony and STS are trademarks of the DuPont Company For details call 1-800-GROW-STS (476-9787)

There's Just No Better Seed/Herbicide System.

Your seed/herbicide system is only as good as your seed. To get the full benefits of Synchrony STS herbicide, your seed should be Asgrow A4045.

A4045 is a new variety that has shown high yields. It delivers excellent emergence and standability for maximum harvest potential.

A4045 also offers enhanced tolerance to sulfonylurea herbicides like Synchrony STS.

Synchrony STS controls the broadest spectrum of broadleaf weeds and also offers the widest window of application. One rate, one adjuvant with no crop stress to A4045 and no carryover to rotational crops.

For top yields plus the benefits of Synchrony STS, there's just no better bean than A4045.

Call DuPont 1-800-GROW-STS (476-9787) for a FREE information kit on Synchrony STS herbicide and the entire Synchrony STS seed/herbicide system.

Synchrony and STS are trademarks of the DuPont company

Call Seedway For Asgrow STS Soybean Information:
Seedway 1-800-836-3720
980 Loucks Mill Road
York, PA - 17402

